From: Daniel Cohen
To: Sara Peet
Subject: Fwd: SB Housing Authority X Flock Safety - Updated Deployments & Agreements
Date: Friday, June 3, 2022 8:07:09 AM

Are we waiting for a response from the CAO on this?

Dan Cohen
Division Commander
Santa Maria Police Department, CA
(805) 928-3781 x1234

From: Anton Benbalit <anton.benbalit@flocksafety.com>
Sent: Friday, May 27, 2022 1:14:39 PM
To: Daniel Cohen <dcohen@cityofsantamaria.org>; Sanford Riggs <sanfordriggs@hasbarco.org>
Subject: Re: SB Housing Authority X Flock Safety - Updated Deployments & Agreements

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Good afternoon Commander Cohen & Sanford,

I hope that the both of you are doing great. I'm just doing my bi-weekly check-in to see how things are progressing on your end. I know these things take time, but wanted to make sure that there wasn't anything that I could assist with. Let me know if there is anything needed on my end. You can reach me via email or directly on my cell at (206) 432-1524.

Talk to you soon.
- Anton

On Tue, Mar 15, 2022 at 9:51 AM Anton Benbalit <anton.benbalit@flocksafety.com> wrote:

> Commander Cohen,
>
> I am sending over the agreement for Santa Barbara Housing Authority. I've connected with my legal team and it sounds like we can just do the contract through the PD and have Sanford on the agreement as the billing contact. Let me know if there are any other terms that your legal department would like to add to the agreement - happy to assist in any way that I can. Side note, I'm working on getting a time set up with Corporal Best & Sanford to go over and finalize the locations for Evans Park. You can reach me via email or directly on my cell at (206) 432-1524.
>
> Talk to you soon.
> - Anton
>
> **CA - Santa Maria PD X Santa Barbara Housing Aut...**
>
> ---------- Forwarded message ---------
> From: **Anton Benbalit** <anton.benbalit@flocksafety.com>
> Date: Wed, Mar 9, 2022 at 3:17 PM
> Subject: SB Housing Authority X Flock Safety - Updated Deployments & Agreements
> To: Sanford Riggs <sanfordriggs@hasbarco.org>

Sanford,

I'm sending over the updated deployments, the cost per location, and the total cost. As well as some other points. I've outlined them down below:

- I sent an email earlier today to our legal team - feel free to add in anything that I might have missed. I'll let you know when we hear back from them/they'll reply all.
- There are a couple of cameras we are still trying to figure out for Evans Park, but we have the total number of cameras so the cost will not change from the quote that I have attached below.
- All quotes are attached to this email.
- Our contracts are usually two-years and that's what they are set to right now. Let me know if you would like to adjust that.
- The links to the deployments can be found in the hyperlink on the property name.
- I've outlined all of the locations down below along with their upfront cost & recurring cost. Here they are:
    - Rancho Hermosa: 4 cameras I $11,400 up-front I $10,000 recurring
    - Depot Street: 3 cameras I $8,550 up-front I $7,500 recurring
    - Central Plaza: 3 cameras I $8,550 up-front I $7,500 recurring
    - 1092 E Chapel: 2 cameras I $5,700 up-front I $5,000 recurring
    - The Cottages: 1 camera I $2,850 up-front I $2,500 recurring
    - Evans Park: 6 cameras I $17,100 up-front I $15,000 recurring
- *Up-front fees include one-time $350 implementation fee (per camera)*
- **Grand Total Up-Front** (year one): **$54,150**
- **Grand Total Recurring: $47,500**

Hopefully all of this information is digestible enough. Let me know if it looks good. As I mentioned on the phone, the PD would prefer to have everything on one contract. Once I hear back from Flock's legal team I will have a better idea on next steps. Thank you for your patience. If anything comes up please don't hesitate to reach out via email or directly on my cell at (206) 432-1524.

Talk to you soon.
- Anton
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Anton Benbalit
Territory Sales Manager

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